

TO WHOM IT MAY CONCERN

SNO-N-ICE ICE MELTER

No finished chemical product may be sold in Switzerland without first meeting extremely rigorous environmental and safety standards. I believe these standards are among the most stringent in the world. Certainly, from my experience, they are more stringent than those in the United States. Typically, this process takes several years.

Thus, as a potential licensee of CP Snow and Ice Melting Products, my company recognized that it faced significant investment of time and money to take the CP formula through the extensive testing and scrutiny necessary to fulfill Swiss and other Northern European Country requirements. Nevertheless, we determined to make that investment because of our own testing of and confidence in the carefully conceived chemistry of the CP inhibitors and performance of the products.

Various tests by EMPA (National Laboratory) and verifications by the "Bundesamt" (Department of the Federal Corporation) have been conducted in the Swiss Government's own laboratories over a period of nearly five years. I am pleased to report that in every case CP's formulations met and exceeded requirements. As you will see from the attached correspondence the CP Snow and Ice Products now have full Swiss governmental approvals.

- 1) They have been rated "EXCELLENT" respecting safety to foliage and the natural environment, with "NO RISK OR CONCERN IN USE AROUND ANY KIND OF GRASSES, TREES OR FOLIAGE."
- 2) They have been rated as posing "NO SIGNIFICANT RISK" of damage to concrete, with performance figures indicating far less damage than Calcium Chloride products or plain Sodium Chloride (salt) in any form.
- 3) They have been rated as posing "NO SIGNIFICANT RISK" of corrosion to metals, with an overall rating of better than Calcium Chloride and far better than plain Sodium Chloride (salt) in any form, and
- 4) They have been rated as "NON-TOXIC", and posing no threat of toxicity in ground water or in other human environments.

They are, at this time, the only foreign snow and ice melting formulations which have overcome the hurdles to be sold in Switzerland, Austria, Germany, and France.

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CHM/cr

EUGENE STEINMANN ZURICH AG
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